

Message Text

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22-11

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W
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R 071013Z JAN 76

FM AMCONSUL DHAHRAN

TO SECSTATE WASHDC PRIORITY 4557

INFO AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMEMBASSY TEHRAN

AMEMBASSY CAIRO

AMEMBASSY KUWAIT

UNCLAS DHAHRAN 0029

KUWAIT FOR BAGHDAD ONLY

E.O. 11652: N/A

TAGS: BEXP, IZ, SA, IR, LE

SUBJECT: STATE OF INDIANA IOGA TRADE MISSION

REF: STATE 001012, 75 STATE 284481

1. PLEASED THAT INDIANA TRADE MISSION (ITM) WILL BE ABLE TO INCLUDE DHAHRAN ON ITS SWING THROUGH MIDDLE EAST, ALTHOUGH WE HAVE NOT SEEN STATE 284481 (REFERENCED IN STATE 001012), AND, THEREFORE, HAVE NO INFORMATION ON CAPABILITIES AND INTERESTS OF THE INDIANA COMPANIES INVOLVED, WE DO KNOW THAT THE HOUSING AND CONSTRUCTION FIELD IN SAUDI ARABIA OFFERS EXTREMELY INTERESTING MARKET. THE PRODUCT LINE OF THE MISSION IS DEFINITELY ON TARGET, AND THE TIMING EXCELLENT TO MATCH UP WITH GOOD WEATHER AND RAPIDLY GROWING DEMAND. RL WOULD APPRECIATE RECEIVING ASAP LIST OF COMPANIES REPRESENTED AND PRODUCTS THEY WISH TO MARKET HERE.

2. ONE EXAMPLE OF MARKET POTENTIAL HERE FOR PRODUCTS OFFERED BY TRADE MISSION WAS PRESENTED JUST AFTER STATE 001012 RECEIVED. RANKING OFFICIAL OF NEARBY UNIVERSITY OF PETROLEUM AND MINERALS (UPM) HAS JUST INFORMED CONSUL GENERAL OF IMMEDIATE NEED OF UNIVERSITY TO PURCHASE 200 HOUSING UNITS (A MIX OF 1, 2 AND 3 UNCLASSIFIED

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BEDROOM UNITS FROM 600 TO 1500 SQUARE FEET IN SIZE) FOR GRADUATE

STUDENTS. WOULD APPRECIATE DEPT INFORMING US WHEN REPLYING TO THIS MESSAGE IF ANY MEMBERS OF ITM ARE OFFERING PREFAB HOUSING UNITS OR MOBILE HOMES THAT WOULD BE OF INTEREST TO UPM. IF SO, POUCH MATERIAL AND PRICE QUOTES ON HOUSING UNITS SOONEST TO CONGEN AND WE WILL DELIVER THEM DIRECTLY TO UPM (FYI: CONTENTS THIS PARAGRAPH BEING INCORPORATED INTO TO WHICH WILL BE TRANSMITTED BY SEPTTEL).

3. RECOMMEND THAT SCHEDULE BE ALTERED TO HAVE MISSION ARRIVE ONE DAY LATER IN DHAHRAN AND STAY ADDITIONAL DAY OR DAYS HERE. AS SCHEDULED, THEY WILL ARRIVE FIRST DAY OF SAUDI WEEKEND AND WILL SPEND TWO DAYS HERE AT BEGINNING OF THEIR STAY WITH LITTLE HOPE OF CONDUCTING BUSINESS. EXTRA DAY IN JIDDA, HOWEVER, COULD PERMIT ITM TO FINISH OFF ANY BUSINESS DISCUSSIONS TEAM MEMBERS MAY HAVE INITIATED EARLIER IN THEIR STAY.

4. WITHOUT DETAILS REGARDING COMPOSITION AND DATES OF TRADE MISSION, WE CAN ONLY MAKE TENTATIVE ARRANGEMENTS REGARDING HOTEL SPACE. WE HAVE TENTATIVELY MADE RESERVATIONS FOR 12 SINGLES FOR NIGHTS MARCH 18-21 WITH PROMISE WE WOULD INFORM MANAGEMENT OF AL-GOSAIBI HOTEL BY JANUARY 10 EXACT NUMBER ROOMS REQUIRED AND DATES MISSION WILL BE IN THEIR HOTEL. HAVE ALSO RESERVED SPACE IN CONGEN QUEST QUARTERS FOR ADVANCE TEAM FEBRUARY 19-23.

5. FYI: FOR DEPT: OMISSION OF DHAHRAN FROM LIST OF INFO ADDRESSEES ON OTHER MESSAGES RELATING TO INDIANA TRADE MISSION IS REGRETTABLE. HOPE WHEN OTHER TRADE MISSIONS DESTINED FOR AREA ARE SCHEDULED THAT WE WILL BE INCLUDED AS ADDRESSEE ON MESSAGES. LOCAL COMPANIES ARE INTERESTED IN VISITS OF AMERICAN COMPANIES IN PRIORITY AREAS SUCH AS HOUSING AND CONSTRUCTION AND WILL SOMETIMES EVEN TRAVEL TO JIDDA TO MEET WITH REPRESENTATIVES OF GOOD US FIRMS. CONSEQUENTLY IT IS HELPFUL TO UHGN EVEN WHEN MISSION DOES NOT STOP IN DHAHRAN, TO HAVE PROGRAM FOR VISITS, COMPANIES REPRESENTED, AND THEIR PRODUCT LINES. BUSHNELL

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